

THE ELEMENTS OF CHANGE



STEP 1: CONDITION A

- The Current Reality
- What's happening now?
- The status quo

A deep description of what's happening now can lead to *discernment*, "keen perception or judgement, insight, acumen."

This leads to a *profound understanding* of what's happening now.

A profound understanding of what's happening now is never fully developed, but it grows as we begin to use our deep description to move to action.

Expanding the deep description of what's happening now continues even as we begin to change the current reality and continually push it into the future.

STEP 3: THE INDICATORS

- How will we gauge our progress?
- What indicators will we use?
- How clear are we about our movement from Condition A to Condition B?

The shaping of clear indicators is a form of mental discipline. It takes practice and imagination.

If we find it difficult to shape clear indicators, it may be because our Condition A and Condition B statements are not yet well developed or clear and specific enough.

STEP 4: THE ARROW

- What actions will we take to get from Condition A to Condition B?
- Are our actions clearly connected to our condition analyses and indicators?
- Do our actions have a high probability of getting us to Condition B?

STEP 2: CONDITION B

- The New Reality
- What will we have happen?
- The vision, goal, outcome

A profound understanding of what's happening now can help to define and describe what we will have happen.

Our Condition A statements can lead us into shaping profoundly useful Condition B statements.

Clear, specific and realistic Condition B statements can give us a sense of power and direction needed to attain them.

Well-crafted Condition B statements are beacons that light the way and give us hope.